

Moving People From Getting, to Gaining, To Giving

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New Focus National is a faith based training organization, providing tools and processes to cultivate change in families' finances and relationships, moving people from getting, to gaining, to giving.

They have trained over 150 churches in 18 states and 21 denominations, since 1994. Generational poverty is being broken, support is provided for people in situational poverty and people who came in getting help are now some of the helpers.

Growing Good Corn

There was a farmer who grew award-winning corn. Each year he entered his corn in the state fair where it won a blue ribbon. One year a newspaper reporter interviewed him and learned something interesting about how he grew it.

The reporter discovered that the farmer shared his seed corn with his neighbors. "How can you afford to share your best seed corn with your neighbors when they are entering corn in competition with yours each year?" the reporter asked. "Why sir," said the farmer, "didn't you know? The wind picks up pollen from the ripening corn and swirls it from field to field. If my neighbors grow inferior corn, cross-pollination will steadily degrade the quality of my corn. If I am to grow good corn, I must help my neighbors grow good corn."

He is very much aware of the connectedness of life. His corn cannot improve unless his neighbor's corn also improves. So it is in other dimensions. Those who choose to be at peace must help their neighbors to be at peace. Those who choose to live well must help others to live well, for the value of a life is measured by the lives it touches. And those who choose to be happy must help others to find happiness, for the welfare of each is bound up with the welfare of all.

The lesson for each of us is this: if we are to grow good corn, we must help our neighbors grow good corn.

Anonymous

How To Move People From Getting, To Gaining, To Giving

- **Who Are You and What do You Have to Give Others?**
 - Hope
 - Help/referral of help to other agencies or churches
 - Hands up, for a way out of poverty
- **What Every Church Member Should Know About Poverty?**
 - Poor, Middle Class, and Wealth

- **What Has Been Learned**

Money doesn't change lives

It takes time on your calendar to "love your neighbor"

Choices, changes, challenges and consequences

Gaining a New Philosophy

- The 5 R's

Resources +

Relationships +

Responsibility +

Rewards =

Results, long term

Giving Resources

or

Using Resources to Build Relationships

Relieves pressure

Resources are used to nurture a relationships

Rules determine response

Person's situation understood and customized

Reoccurrence of need

Pressure remains on person encouraging personal responsibility

Resources given with no opportunity for change

Resources given with opportunity for change

No options for long term solution

Options given to look at long-term solution while considering the root cause.

The giver is the rule-maker and is responsible.

Person is responsible, allowing the consequences to do the teaching.

Resources given if the person follows the rules/meets criteria

Resources give if person's choices are bringing about small steps of change.

Questioning usually focuses on resources

Questions asked on how a person can practice effective problem solving.

Create dependence and sometimes resentment

Giving Choices, options allows the person to make decision on whether they desire to participate or not.

- The Process
 - Who – wants to make changes in their life
 - What – changes do they want to make
 - When – when are they willing to work towards those changes
- Who's Life is It? Importance of Teaching Personal Responsibility & Choices
 - Walking with a person, sharing the load
 - Wealth sharing, rewarding positive changes that are made
 - Witnessing results of improved family life, life skill building and empowerment

Giving Back to Others

- Volunteers partnering with which agency/people group/location
- Service projects through Community Teams – Show Video
- Gathering resources to accomplish - Giving tree
- Client becomes a volunteer - the cycle begins again

Next Steps

- Please complete evaluation and order New Focus materials
- Make a list of who in your church/agency has a heart for the poor or already works with people with needs?
- Recruit people to begin a “Community Team” or take the training to implement New Focus on Finances in the church.

Tools Available